To: 1710 - Pittsburgh ROU, 2910 - Richmond ROU (YOUNGP)
From: Campbell, Judy
Edited: 7/21/98 14:16
Subject: SUPERMARKETS - DORAL JACKPOT #801315

PLEASE DISTRIBUTE TO RETAIL REPS ON ATTACHED SPREADSHEET.

CC: Keeney, David

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Source: https://www.industrydocuments.ucsf.edu/docs/gxjn0000

RJ REYNOLDS
TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
6899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JULY, 98

DORAL JACKPOT PROMOTION #801315

(PRODUCT IS *'PRE-SLEEVED)*

RJR #518074

PENN TRAFFIC - DUBOIS

(BI LO / RIVERSIDE CID #0997-01-02)

DORAL JACKPOT:
EACH PACK HAS COUPON ONSERT FOR
.40¢ OFF 2-PACKS ON NEXT PURCHASE

UTILIZE EXISTING PLATFORMS. REFER TO ATTACHED CUSTOMER LIST FOR PARTICIPATING STORES.

PRODUCT ARRIVAL DATE: 8/17/98 PO ('Judy')
EFT $ AMOUNT: $13,446.47
RETAIL DISTRIBUTION DATE: WEEK OF 8/31/98

SHIP TWO (2) CARTONS EACH STYLE TO EACH STORE.

UPC CASE 12300-	BRAND STYLE CASE SIZE (6M)	NUMBER OF CASES
25467	DORAL LT 100	10
25469	DORAL MEN LT 100	10
25468	DORAL 100	10
25470	DORAL ULT LT 100	10

PARTNERS PROGRAM REQUIREMENTS:

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: 8/31/98.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

JACKPOT.DOC

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RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
6899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JULY, 98

DORAL JACKPOT PROMOTION #801315

(PRODUCT IS *'PRE-SLEEVED)*

RJR #482000

PENN TRAFFIC - SYRACUSE

(P&C CID #0939-00-00/ QUALITY #1413-00-00)

DORAL JACKPOT:
EACH PACK HAS COUPON ONSERT FOR
.40¢ OFF 2-PACKS ON NEXT PURCHASE

UTILIZE EXISTING PLATFORMS. REFER TO ATTACHED CUSTOMER LIST FOR PARTICIPATING STORES.

PRODUCT ARRIVAL DATE: 8/17/98 PO ('Dave')
EFT $ AMOUNT: $12,101.83
RETAIL DISTRIBUTION DATE: WEEK OF 8/31/98

SHIP TWO (2) CARTONS EACH STYLE TO EACH STORE.

UPC CASE 12300-	BRAND STYLE CASE SIZE (6M)	NUMBER OF CASES
25467	DORAL LT 100	9
25469	DORAL MEN LT 100	9
25468	DORAL 100	9
25470	DORAL ULT LT 100	9

PARTNERS PROGRAM REQUIREMENTS:

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: 8/31/98.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

JACKPOT.DOC

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).
PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

RJREP	RJRG	STORENAME	ADDRESS	CITY	STATE
162220	666620	BILO EAST #318	400 S MAIN ST	WILKES BARRE	PA
162222	558081	BILO EAST #324	1600 NAY AUG AVE	SCRANTON	PA
162224	672783	BI LO #274	5 BRIMMER AVE	WATSONTOWN	PA
162225	764130	P & C FOOD MKT #115	W MORRIS STREET	BATH	NY
162225	310314	P & C FOOD MKT #122	602 PARK STREET	HORNELL	NY
162225	667138	P & C FOOD MKT #138	SOUTH FRANKLIN STREET	WATKINS GLEN	NY
162225	269758	P & C FOOD MKT #171	321 LIBERTY ST	PENN YAN	NY
162228	693356	BI LO #264	173 N MAIN ST	MANSFIELD	PA
162228	672768	BI LO #275	RD #1 E MAIN ST	CANTON	PA
162228	672771	BI LO #276	117 E MAIN ST	TROY	PA
162228	182817	BI LO #277	9 MAIN ST	WELLSBORO	PA
162228	764219	P & C FOOD MKT #116	RIVERSIDE PLAZA	CORNING	NY
162228	674719	P & C FOOD MKT #139	448 N KEYSTONE AVE	SAYRE	PA
162228	742899	P & C FOOD MKT #194	BRADFORD TOWN CENTER	TOWANDA	PA
162228	269945	P & C FOOD MKT #195	400 N ELMIRA ST	SAYRE	PA
162228	515558	P & C FOOD MKT #85	LAKE HILLS PLAZA	HORSEHEADS	NY
162229	627063	BILO EAST #365	ROUTE 611	TANNERSVILLE	PA
162230	213541	P & C FOOD MKT #121	8417 OSWEGO RD	BALDWINSVILLE	NY
162230	662962	P & C FOOD MKT #130	3577 W GENESEE ST	SYRACUSE	NY
162230	172518	P & C FOOD MKT #77	CAMILLUS PLAZA	CAMILLUS	NY
162231	269523	P & C FOOD MKT #107	JUDD FALLS RD	ITHACA	NY
162231	349557	P & C FOOD MKT #123	CAYUGA MALL	ITHACA	NY
162231	269445	P & C FOOD MKT #76	MAIN STREET	TRUMANSBURG	NY
162231	269426	P & C FOOD MKT #89	RT 17C	OWEGO	NY
162232	172538	P & C FOOD MKT #106	2 RIVER ST	BALDWINSVILLE	NY
162232	172510	P & C FOOD MKT #114	48 FENNELL ST	SKANEATELES	NY
162232	383767	P & C FOOD MKT #172	GENESEE & COLUMBUS	AUBURN	NY
162232	763369	P & C FOOD MKT #47	KINGDOM PLAZA	SENECA FALLS	NY
162232	268521	P & C FOOD MKT #74	COLUMBIA STREET	CLYDE	NY
162234	171843	P & C FOOD MKT #108	573 E MAIN ST	LITTLE FALLS	NY
162234	171855	P & C FOOD MKT #197	715 MIDDLEVIEW ROAD	HERKIMER	NY
162234	763004	P & C FOOD MKT #309	ARTERIAL PLAZA	GLOVERSVILLE	NY
162234	608174	P & C FOOD MKT #38	5 COMMONS DR	COOPERSTOWN	NY

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR	STORE NAME	ADDRESS	CITY	STATE
162235	172354	P & C FOOD MKT #109	LOWVILLE PLAZA	LOWVILLE	NY
162235	172346	P & C FOOD MKT #56	8212 TURIN RD	ROME	NY
162235	061076	P & C FOOD MKT #58	4535 COMMERCIAL DR	NEW HARTFORD	NY
162236	172367	P & C FOOD MKT #103	CHITTENANGO PLAZA	CHITTENANGO	NY
162236	172357	P & C FOOD MKT #127	HARDEN BLVD	CAMDEN	NY
162236	172378	P & C FOOD MKT #57	ONEIDA PLAZA	ONEIDA	NY
162236	664274	P & C FOOD MKT #68	ROUTE 5 & OXBOW RD	CANASTOTA	NY
162236	172378	P & C FOOD MKT #70	ROUTE 5	SHERRILL	NY
162237	171687	P & C FOOD MKT #117	WEST SENECA TURNPIKE	MANLIUS	NY
162237	662961	P & C FOOD MKT #140	3803 BREWERTON RD	NORTH SYRACUSE	NY
162237	911110	P & C FOOD MKT #66	TOWN & COUNTRY PLAZA	CAZENOVIA	NY
162237	171698	P & C FOOD MKT #79	4410 E GENESEE ST	SYRACUSE	NY
162238	172442	P & C FOOD MKT #102	PORT & JEFFERSON STS	PULASKI	NY
162238	517258	P & C FOOD MKT #25	5870 E CIRCLE DR	CLAY	NY
162238	653522	P & C FOOD MKT #40	2078 STATE ROUTE 481	FULTON	NY
162238	662862	P & C FOOD MKT #93	P & C SHOPPING CENTER	OSWEGO	NY
162239	171506	P & C FOOD MKT #105	HIGH & BROAD STS	CARTHAGE	NY
162239	171482	P & C FOOD MKT #152	1222 ARSENAL ST	WATERTOWN	NY
162239	669467	P & C FOOD MKT #188	HARTE HAVEN SHOP PLAZA	MASSENA	NY
162239	172588	P & C FOOD MKT #50	SEAWAY PLAZA	OGDENSBURG	NY
162239	172628	P & C FOOD MKT #60	371 E MAIN ST	GOUVERNEUR	NY
162239	468064	P & C FOOD MKT #90	JUNCTION RT 11 & 310	CANTON	NY
162323	177814	P & C FOOD MKT #154	BIG N PLAZA	PLATTSBURGH	NY
162607	742897	P & C FOOD MKT #84	CEDAR STREET	ELMIRA	NY
162624	268523	P & C FOOD MKT #112	RT 31	NEWARK	NY
162624	268503	P & C FOOD MKT #126	CORNER RT 31/CDDG RD	MACEDON	NY
162624	268488	P & C FOOD MKT #182	RT 5&20	CANANDAIGUA	NY
162627	175147	BI LO #201	40 S WHITE ST	BROOKVILLE	PA
162627	673263	BI LO #207	MAIN ST	CLARION	PA
162627	175037	BI LO #208	RT 255 S MILLION DOLLAR HWY	ST MARYS	PA
162627	174993	BI LO #216	ROUTE 322 W	PHILIPSBURG	PA
162627	071972	BI LO #231	RT 255 SANDY PLZ	DU BOIS	PA
162627	175125	BI LO #722	PUNXSY PLAZA	PUNXSUTAWNEY	PA

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR	STORE NAME	ADDRESS	CITY	STATE
162627	173293	BI LO #771	RT 53 WOODWARD PL	HOUTZDALE	PA
162627	175000	RIVERSIDE #3	100 N MAIN ST	DU BOIS	PA
162627	766100	RIVERSIDE #37	1802 DAISY ST	CLEARFIELD	PA
162627	175137	RIVERSIDE #702	S 5TH ST	REYNOLDSVILLE	PA
162627	175050	RIVERSIDE #706	RD RT 255	WEEDVILLE	PA
162627	174939	RIVERSIDE #723	OLDTOWN RD	CLEARFIELD	PA
162627	765997	RIVERSIDE #776	1 BAKER ALY	RIDGWAY	PA
162628	399249	QUALITY MKT #652	28 RAILROAD ST	YOUNGSVILLE	PA
173020	571716	QUALITY MKT #662	712 W 38TH ST	ERIE	PA
173020	571714	QUALITY MKT #663	3712 W 12TH ST	ERIE	PA
173020	571718	QUALITY MKT #665	1328 E GRANDVIEW BLVD	ERIE	PA
173020	571721	QUALITY MKT #666	4121 BUFFALO RD	ERIE	PA
173022	481458	BI LO #218	144 W CENTER ST	MEADVILLE	PA
173022	673808	BI LO #219	110 S MARTIN ST	TITUSVILLE	PA
173022	843682	BI LO #293	RT 8 NORTH	FRANKLIN	PA
173022	571723	QUALITY MKT #604	324 W COLUMBUS AVE	CORRY	PA
173022	399230	QUALITY MKT #605	826 N CENTER ST	CORRY	PA
173022	399031	QUALITY MKT #610	19 21 E HIGH ST	UNION CITY	PA
173022	819576	QUALITY MKT #683	227 MAIN ST	CAMBRIDGE SPRING	PA
173022	221299	RIVERSIDE #16	PO BOX 86	OIL CITY	PA
173022	221304	RIVERSIDE #17	400 E 2ND ST	OIL CITY	PA
173022	844110	RIVERSIDE #44	PO BOX 565	SENECA	PA
173023	843609	BI LO #236	RT 358 HADLEY RD	GREENVILLE	PA
173030	221329	BI LO #726	111 MILL ST	GROVE CITY	PA
173030	175191	RIVERSIDE #773	BROAD ST	NEW BETHLEHEM	PA
173030	175183	RIVERSIDE #775	RR 2 BOX 16232	KNOX	PA
173030	844455	RIVERSIDE #789	108 MAIN ST	RIMERSBURG	PA
173030	336443	RIVERSIDE #790	790 MAIN ST	EAST BRADY	PA
173030	336436	RIVERSIDE #791	PO BOX 77	PETROLIA	PA
173221	173314	BI LO #211	1115 WAYNE AVE	INDIANA	PA
173221	336496	BI LO #256	RT 28	NATRONA HEIGHTS	PA
173221	173350	BI LO #751	420 ROUTE 119 N	INDIANA	PA
173221	844246	RIVERSIDE #708	25 MANOR PLZ	FORD CITY	PA

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR#	STORE NAME	ADDRESS	CITY	STATE
173221	174293	RIVERSIDE #738	125 ELM STREET	HOMER CITY	PA
173229	337607	BI LO #255	RT 19 NORTH	WASHINGTON	PA
173820	672776	BI LO #271	1000 CENTRE ST	MAHANOY CITY	PA
173820	672775	BI LO #272	WASHINGTON & MAIN STS	SHENANDOAH	PA
173823	594052	RIVERSIDE #239	COLD STORAGE RD	NEW BLOOMFIELD	PA
173823	594051	RIVERSIDE #38	RD #1 RT 34 & 850	SHERMANSDALE	PA
173824	672778	BI LO #270	150 E CENTRE ST	ASHLAND	PA
173824	672780	BI LO #273	W THIRD ST	MT CARMEL	PA
173824	672773	BILO EAST #332	2247 W MARKET ST	POTTSVILLE	PA
173841	173932	BI LO #215	1659 N ATHERTON ST	STATE COLLEGE	PA
173841	173955	BI LO #227	1919 S ATHERTON ST	STATE COLLEGE	PA
173841	173920	BI LO #230	RT 22 PLAZA	HUNTINGDON	PA
173841	645539	CLAYSBRG RVRSDE 744	ROUTE 220	CLAYSBURG	PA
173841	645518	RIVERSIDE #48	806 CHURCH ST	HOLLIDAYSBURG	PA
173841	173457	RIVERSIDE #712	220 E 2ND ST	WILLIAMSBURG	PA
173841	173988	RIVERSIDE #724	RT 220 & RT 22	DUNCANSVILLE	PA
173841	173463	RIVERSIDE #781	119 W ALLEGANY ST	MARTINSBURG	PA
173842	048162	BI LO #210	1131 SCALP AVE	JOHNSTOWN	PA
173842	405548	BI LO #214	WESTWOOD PLZ	JOHNSTOWN	PA
173842	590789	BI LO #225	5 PLANK RD	SOMERSET	PA
173842	174042	RIVERSIDE #31	OSBORNE ST	JOHNSTOWN	PA
173842	766201	RIVERSIDE #43	JEFFERSON AVE	WINDBER	PA
173842	032475	RIVERSIDE #755	VINCO SOUTH PLZ	CONEMAUGH	PA
173842	174452	RIVERSIDE #782	410 BARN ST	HOOVERSVILLE	PA
173842	174075	RIVERSIDE #783	1ST & OAK ST	CONEMAUGH	PA
173843	775743	BI LO #261	RT 220 NORTH	MUNCY	PA
173843	476028	BI LO #263	1969 E 3RD ST	WILLIAMSPORT	PA
173843	182707	BI LO #279	1127 W 4TH ST	WILLIAMSPORT	PA
173843	766229	BI LO MARKET #282	WALNUT & VESPER ST	LOCK HAVEN	PA
173844	174393	RIVERSIDE #780	540 MAIN ST	BERLIN	PA
173845	182094	BI LO #278	1125 N 4TH ST	SUNBURY	PA
173846	173307	BI LO #229	RT 271 & BETTS AVE	SPANGLER	PA
173846	173963	BI LO #235	111 W 13TH ST	TYRONE	PA

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR	STORE NAME	ADDRESS	CITY	STATE	
173846	845970	BI LO #249	231 251 E MARKET ST	BLAIRSVILLE	PA	
173846	509818	BI LO #299	RT 220 & ORCHARD AVE	ALTOONA	PA	
173846	645505	RIVERSIDE #47	STATION MALL	ALTOONA	PA	
173846	173299	RIVERSIDE #709	600 14 E CHESTNUT ST	ALTOONA	PA	
173846	845968	RIVERSIDE #787	710 2ND ST	CRESSON	PA	
173846	173289	RIVERSIDE #797	104 MAIN ST	BELLWOOD	PA	
173847	638618	BI LO #254	5030 WILLIAM PENN HWY	MONROEVILLE	PA	
292626	319899	BI LO #260	RR 2 BOX 1A	MC CONNELLSBURG	PA	

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PENN SYR

DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

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P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR#	STORE NAME	ADDRESS	CITY	STATE
162220	666620	BILO EAST #318	400 S MAIN ST	WILKES BARRE	PA
162222	558081	BILO EAST #324	1600 NAY AUG AVE	SCRANTON	PA
162225	269758	P & C FOOD MKT #171	321 LIBERTY ST	PENN YAN	NY
162225	667138	P & C FOOD MKT #138	SOUTH FRANKLIN STREET	WATKINS GLEN	NY
162225	310314	P & C FOOD MKT #122	602 PARK STREET	HORNELL	NY
162225	764130	P & C FOOD MKT #115	W MORRIS STREET	BATH	NY
162228	269945	P & C FOOD MKT #195	400 N ELMIRA ST	SAYRE	PA
162228	674719	P & C FOOD MKT #139	448 N KEYSTONE AVE	SAYRE	PA
162228	742899	P & C FOOD MKT #194	BRADFORD TOWN CENTER	TOWANDA	PA
162228	515558	P & C FOOD MKT #85	LAKE HILLS PLAZA	HORSEHEADS	NY
162228	764219	P & C FOOD MKT #116	RIVERSIDE PLAZA	CORNING	NY
162229	627063	BILO EAST #365	ROUTE 611	TANNERSVILLE	PA
162230	213541	P & C FOOD MKT #121	8417 OSWEGO RD	BALDWINSVILLE	NY
162230	172518	P & C FOOD MKT #77	CAMILLUS PLAZA	CAMILLUS	NY
162230	662962	P & C FOOD MKT #130	3577 W GENESEE ST	SYRACUSE	NY
162231	269426	P & C FOOD MKT #89	RT 17C	OWEGO	NY
162231	269445	P & C FOOD MKT #76	MAIN STREET	TRUMANSBURG	NY
162231	269523	P & C FOOD MKT #107	JUDD FALLS RD	ITHACA	NY
162231	349557	P & C FOOD MKT #123	CAYUGA MALL	ITHACA	NY
162232	172510	P & C FOOD MKT #114	48 FENNELL ST	SKANEATELES	NY
162232	172538	P & C FOOD MKT #106	2 RIVER ST	BALDWINSVILLE	NY
162232	268521	P & C FOOD MKT #74	COLUMBIA STREET	CLYDE	NY
162232	383767	P & C FOOD MKT #172	GENESEE & COLUMBUS	AUBURN	NY
162232	763369	P & C FOOD MKT #47	KINGDOM PLAZA	SENECA FALLS	NY
162234	171843	P & C FOOD MKT #108	573 E MAIN ST	LITTLE FALLS	NY
162234	171855	P & C FOOD MKT #197	715 MIDDLEVIEW ROAD	HERKIMER	NY
162234	608174	P & C FOOD MKT #38	5 COMMONS DR	COOPERSTOWN	NY
162234	763004	P & C FOOD MKT #309	ARTERIAL PLAZA	GLOVERSVILLE	NY
162235	061076	P & C FOOD MKT #58	4535 COMMERCIAL DR	NEW HARTFORD	NY
162235	172346	P & C FOOD MKT #56	8212 TURIN RD	ROME	NY
162235	172354	P & C FOOD MKT #109	LOWVILLE PLAZA	LOWVILLE	NY
162236	172357	P & C FOOD MKT #127	HARDEN BLVD	CAMDEN	NY
162236	172367	P & C FOOD MKT #103	CHITTENANGO PLAZA	CHITTENANGO	NY

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

P & C (CID #0939-00-00)/ QUALITY (1413-00-00)/ BILO EAST (CID #3080-00-00/ BILO RIVERSIDE (0997-XX-XX)

R/REP	RJR#	STORE NAME	ADDRESS	CITY	STATE
162236	172378	P & C FOOD MKT #57	ONEIDA PLAZA	ONEIDA	NY
162236	172378	P & C FOOD MKT #70	ROUTE 5	SHERRILL	NY
162236	664274	P & C FOOD MKT #68	ROUTE 5 & OXBOW RD	CANASTOTA	NY
162237	662961	P & C FOOD MKT #140	3803 BREWERTON RD	NORTH SYRACUSE	NY
162237	911110	P & C FOOD MKT #66	TOWN & COUNTRY PLAZA	CAZENOVIA	NY
162237	171687	P & C FOOD MKT #117	WEST SENECA TURNPIKE	MANLIUS	NY
162237	171698	P & C FOOD MKT #79	4410 E GENESEE ST	SYRACUSE	NY
162238	172442	P & C FOOD MKT #102	PORT & JEFFERSON STS	PULASKI	NY
162238	517258	P & C FOOD MKT #25	5870 E CIRCLE DR	CLAY	NY
162238	653522	P & C FOOD MKT #40	2078 STATE ROUTE 481	FULTON	NY
162238	662862	P & C FOOD MKT #93	P & C SHOPPING CENTER	OSWEGO	NY
162239	171482	P & C FOOD MKT #152	1222 ARSENAL ST	WATERTOWN	NY
162239	171506	P & C FOOD MKT #105	HIGH & BROAD STS	CARTHAGE	NY
162239	172588	P & C FOOD MKT #50	SEAWAY PLAZA	OGDENSBURG	NY
162239	172628	P & C FOOD MKT #60	371 E MAIN ST	GOUVERNEUR	NY
162239	468064	P & C FOOD MKT #90	JUNCTION RT 11 & 310	CANTON	NY
162239	669467	P & C FOOD MKT #188	HARTE HAVEN SHOP PLAZA	MASSENA	NY
162323	177814	P & C FOOD MKT #154	BIG N PLAZA	PLATTSBURGH	NY
162607	742897	P & C FOOD MKT #84	CEDAR STREET	ELMIRA	NY
162624	268488	P & C FOOD MKT #182	RT 5&20	CANANDAIGUA	NY
162624	268503	P & C FOOD MKT #126	CORNER RT 31/CDDG RD	MACEDON	NY
162624	268523	P & C FOOD MKT #112	RT 31	NEWARK	NY
162628	399249	QUALITY MKT #652	28 RAILROAD ST	YOUNGSVILLE	PA
173020	571714	QUALITY MKT #663	3712 W 12TH ST	ERIE	PA
173020	571716	QUALITY MKT #662	712 W 38TH ST	ERIE	PA
173020	571718	QUALITY MKT #665	1328 E GRANDVIEW BLVD	ERIE	PA
173020	571721	QUALITY MKT #666	4121 BUFFALO RD	ERIE	PA
173022	399031	QUALITY MKT #610	19 21 E HIGH ST	UNION CITY	PA
173022	399230	QUALITY MKT #605	826 N CENTER ST	CORRY	PA
173022	571723	QUALITY MKT #604	324 W COLUMBUS AVE	CORRY	PA
173022	819576	QUALITY MKT #683	227 MAIN ST	CAMBRIDGE SPRING	PA
173824	672773	BILO EAST #332	2247 W MARKET ST	POTTSVILLE	PA

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).
PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.
SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).
EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

BI LO - RIVERSIDE (CID #0997-01-02)

RJRF	RJR	STORE NAME	ADDRESS	CITY	STATE	
162224	672783	BI LO #274	5 BRIMMER AVE	WATSONTOWN	PA	
162228	672771	BI LO #276	117 E MAIN ST	TROY	PA	
162228	182817	BI LO #277	9 MAIN ST	WELLSBORO	PA	
162228	672768	BI LO #275	RD #1 E MAIN ST	CANTON	PA	
162228	693356	BI LO #264	173 N MAIN ST	MANSFIELD	PA	
162627	071972	BI LO #231	RT 255 SANDY PLZ	DU BOIS	PA	
162627	173293	BI LO #771	RT 53 WOODWARD PL	HOUTZDALE	PA	
162627	174939	RIVERSIDE #723	OLDTOWN RD	CLEARFIELD	PA	
162627	174993	BI LO #216	ROUTE 322 W	PHILIPSBURG	PA	
162627	175000	RIVERSIDE #3	100 N MAIN ST	DU BOIS	PA	
162627	175037	BI LO #208	RT 255 S MILLION DOLLAR HWY	ST MARYS	PA	
162627	175050	RIVERSIDE #706	RD RT 255	WEEDVILLE	PA	
162627	175125	BI LO #722	PUNXSY PLAZA	PUNXSUTAWNEY	PA	
162627	175137	RIVERSIDE #702	S 5TH ST	REYNOLDSVILLE	PA	
162627	175147	BI LO #201	40 S WHITE ST	BROOKVILLE	PA	
162627	673263	BI LO #207	MAIN ST	CLARION	PA	
162627	765997	RIVERSIDE #776	1 BAKER ALY	RIDGWAY	PA	
162627	766100	RIVERSIDE #37	1802 DAISY ST	CLEARFIELD	PA	
173022	221299	RIVERSIDE #16	PO BOX 86	OIL CITY	PA	
173022	221304	RIVERSIDE #17	400 E 2ND ST	OIL CITY	PA	
173022	481458	BI LO #218	144 W CENTER ST	MEADVILLE	PA	
173022	673808	BI LO #219	110 S MARTIN ST	TITUSVILLE	PA	
173022	843682	BI LO #293	RT 8 NORTH	FRANKLIN	PA	
173022	844110	RIVERSIDE #44	PO BOX 565	SENECA	PA	
173023	843609	BI LO #236	RT 358 HADLEY RD	GREENVILLE	PA	
173030	221329	BI LO #726	111 MILL ST	GROVE CITY	PA	
173030	175183	RIVERSIDE #775	RR 2 BOX 16232	KNOX	PA	
173030	175191	RIVERSIDE #773	BROAD ST	NEW BETHLEHEM	PA	
173030	336436	RIVERSIDE #791	PO BOX 77	PETROLIA	PA	
173030	336443	RIVERSIDE #790	790 MAIN ST	EAST BRADY	PA	
173030	844455	RIVERSIDE #789	108 MAIN ST	RIMERSBURG	PA	
173221	173314	BI LO #211	1115 WAYNE AVE	INDIANA	PA	
173221	173350	BI LO #751	420 ROUTE 119 N	INDIANA	PA	

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

BI LO - RIVERSIDE (CID #0997-01-02)

R/REP	CUST	STORE NAME	ADDRESS	CITY	ST	ZIP CODE
173221	336496	BI LO #256	RT 28	NATRONA HEIGHTS	PA	
173221	844246	RIVERSIDE #708	25 MANOR PLZ	FORD CITY	PA	
173221	174293	RIVERSIDE #738	125 ELM STREET	HOMER CITY	PA	
173229	337607	BI LO #255	RT 19 NORTH	WASHINGTON	PA	
173820	672775	BI LO #272	WASHINGTON & MAIN STS	SHENANDOAH	PA	
173820	672776	BI LO #271	1000 CENTRE ST	MAHANOY CITY	PA	
173823	594051	RIVERSIDE #38	RD #1 RT 34 & 850	SHERMANSDALE	PA	
173823	594052	RIVERSIDE #239	COLD STORAGE RD	NEW BLOOMFIELD	PA	
173824	672778	BI LO #270	150 E CENTRE ST	ASHLAND	PA	
173824	672780	BI LO #273	W THIRD ST	MT CARMEL	PA	
173841	173457	RIVERSIDE #712	220 E 2ND ST	WILLIAMSBURG	PA	
173841	173463	RIVERSIDE #781	119 W ALLEGANY ST	MARTINSBURG	PA	
173841	173920	BI LO #230	RT 22 PLAZA	HUNTINGDON	PA	
173841	173932	BI LO #215	1659 N ATHERTON ST	STATE COLLEGE	PA	
173841	173955	BI LO #227	1919 S ATHERTON ST	STATE COLLEGE	PA	
173841	173988	RIVERSIDE #724	RT 220 & RT 22	DUNCANSVILLE	PA	
173841	645518	RIVERSIDE #48	806 CHURCH ST	HOLLIDAYSBURG	PA	
173841	645539	CLAYSBRG RVRSDE 744	ROUTE 220	CLAYSBURG	PA	
173842	590789	BI LO #225	5 PLANK RD	SOMERSET	PA	
173842	032475	RIVERSIDE #755	VINCO SOUTH PLZ	CONEMAUGH	PA	
173842	048162	BI LO #210	1131 SCALP AVE	JOHNSTOWN	PA	
173842	174042	RIVERSIDE #31	OSBORNE ST	JOHNSTOWN	PA	
173842	174075	RIVERSIDE #783	1ST & OAK ST	CONEMAUGH	PA	
173842	174452	RIVERSIDE #782	410 BARN ST	HOOVERSVILLE	PA	
173842	405548	BI LO #214	WESTWOOD PLZ	JOHNSTOWN	PA	
173842	766201	RIVERSIDE #43	JEFFERSON AVE	WINDBER	PA	
173843	182707	BI LO #279	1127 W 4TH ST	WILLIAMSPORT	PA	
173843	476028	BI LO #263	1969 E 3RD ST	WILLIAMSPORT	PA	
173843	766229	BI LO MARKET #282	WALNUT & VESPER ST	LOCK HAVEN	PA	
173843	775743	BI LO #261	RT 220 NORTH	MUNCY	PA	
173844	174393	RIVERSIDE #780	540 MAIN ST	BERLIN	PA	
173845	182094	BI LO #278	1125 N 4TH ST	SUNBURY	PA	
173846	845970	BI LO #249	231 251 E MARKET ST	BLAIRSVILLE	PA	

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DORAL JACKPOT SUPERMARKET PROMOTION #801315

BRAND STYLES (Pre-Sleeved): DORAL LT MEN 100 / ULT LT 100 / 100 / LT 100

CONSUMER OFFER: SINGLE PACK PURCHASE (@ EXISTING CEILING STRATEGY DISCOUNTS).

PRODUCT WILL BE SLEEVED WITH .40¢ OFF 2-PACKS ON NEXT PURCHASE COUPON ONSERTS.

RETAIL DISTRIBUTION DATE: BEGINNING WEEK OF AUGUST 31, 1998.

UTILIZE EXISTING RJR PROMOTIONAL PACK PLATFORMS.

SUPPLEMENTAL P.O.S. KITS WILL BE SHIPPED TO ALL RETAIL REPS WEEK OF 8/17/98 (W/24" PK MERCH CDS / WOBBLERS).

EACH STORE WILL RECEIVE EIGHT (8) CARTONS (2 CARTONS EACH STYLE).

BI LO - RIVERSIDE (CID #0997-01-02)

R/REP	CARS	STORE NAME	ADDRESS	CITY	STATE	
173846	173289	RIVERSIDE #797	104 MAIN ST	BELLWOOD	PA	
173846	173299	RIVERSIDE #709	600 14 E CHESTNUT ST	ALTOONA	PA	
173846	173307	BI LO #229	RT 271 & BETTS AVE	SPANGLER	PA	
173846	173963	BI LO #235	111 W 13TH ST	TYRONE	PA	
173846	509818	BI LO #299	RT 220 & ORCHARD AVE	ALTOONA	PA	
173846	645505	RIVERSIDE #47	STATION MALL	ALTOONA	PA	
173846	845968	RIVERSIDE #787	710 2ND ST	CRESSON	PA	
173847	638618	BI LO #254	5030 WILLIAM PENN HWY	MONROEVILLE	PA	
292626	319899	BI LO #260	RR 2 BOX 1A	MC CONNELLSBURG	PA	

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